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**Job Title: CRYOGENIC SALES ENGINEER – HOUSTON, TX**

**SUMMARY:** This home based position combines the use of solid sales skills with the principles of engineering to generate new and repeat customers in our Vacuum Jacketed Piping (VJP) business.

**ESSENTIAL DUTIES AND RESPONSIBILITIES-** include the following. Other duties may be assigned.

- Generate new business in a defined geography by selling products requiring technical expertise, presentations and exceptional support. This will require developing prospect list, identifying key contacts, and setting up appointments.
- Manage existing account relationships within the territory to position Acme for future growth opportunities.
- Assume additional role of project manager by working with customer from initial sale to completion of work.
- Represent the company at seminars, trade shows, etc. to convince prospective clients of desirability and practicability of products and services offered.
- Handle incoming and outgoing telephone calls regarding applications and engineering of cryogenic products, in an effort to convert them to sales.
- Review blueprints, drawings, plans and other customer documents and specifications; plans and modifies products and component configurations to meet customers' needs.
- Compile and provides quotations of pricing matrix including schedule and all take-off information regarding piping, valves and components.
- Provide written documentation of components with specifics as needed by customer.
- Ensure that all necessary Bills of Materials (BOM), drawings, and technical manuals are produced and maintained.
- Confirm approved drawings are converted to FAB drawings for each section of pipe assembly.
- Act as Project Manager in scheduling the coordination of various steps in servicing the customer and their projects including at times completing a hands-on site survey for detailed measuring of pipe routing.
- Maintain contact with customer though the sales cycle and builds and maintains long-term customer relationships.
- Coordinate technical services to clients relating to use, operation, and maintenance of equipment.
- Provide solutions to problems, conferring with various departments as needed such as sales, production, shipping, warehouse and/or outside vendors.
- Create and inputs detailed customer and sales data information into Excel and Access documents.
- Complete, maintain, process, and file all pertinent paperwork and records including Call Reports, CRM entries other reports as required by management.
- Gather information and industry feedback from potential customers to assist new product development that would meet customer needs; communicating with individuals or groups on all levels in a multitude of organizations.
- Ability to travel domestically by automobile or plane 50% of time as needs; handles own travel plans.

**EDUCATION and/or EXPERIENCE REQUIREMENTS:**

- Bachelor's degree in Engineering or a technical field (preferably BSME)
- Five years industrial experience (related experience designing and laying out piping systems)
- Experience with VJP a plus
- 3-5 years industrial sales experience
- Spatial intelligence (to conceptualize 3-D pipe routings into isometric drawings)
- Good verbal and written communication
- Self-motivated and competitive, with a strong desire to succeed
- Interest or knowledge in cryogenics a plus.

Send resumes to:  
Acme Cryogenics, Inc.  
Attention: Human Resources  
2801 Mitchell Ave, Allentown, PA 18103  
Fax: (610) 791-0640  
Email: [hr@acmecryo.com](mailto:hr@acmecryo.com)

*"Acme Cryogenics is an Affirmative Action/Equal Employment Opportunity Employer" "Acme values the service Veterans and their family members have given to our country. Acme supports the hiring of returning Service Members and military spouses."*